

## Business Engagement and Compliance

### Comments Open for Pinal Transportation Five-year Plan

The 30-day comment period for **Pinal County's 2021 Five-Year Transportation Improvement and Maintenance Program** has begun and will run through May 17th. The plan is available [here](#).

Comments may be emailed to the **Transportation Advisory Committee** at [PCTAC@pinalcountyaz.gov](mailto:PCTAC@pinalcountyaz.gov).

In a recent presentation to the **Pinal County Board of Supervisors**, members were informed the current plan contains 89 projects totaling nearly \$42M.

Stated goals under the program include safety, traffic flow, paved mileage, and economic development, with economic development a strategic priority set by county officials.

In addition to new projects, changes to the plan include dropping several previously planned projects because of a lack of right-of-way donation. As a result, funds have been reallocated to move improvements to McKellips Road to the current budget year, up from 2023-2024. ([Source](#))



Comments Open for Pinal Transportation Five-year Plan



Time to Talk About Money



Maricopa Considering Water Line to Boost Development



Surprise Unveils FY 2022 Budget

- ▶ **EVENTS**
- ▶ **OPPORTUNITIES**
- ▶ **EXTERNAL LINKS**



### NEWLY CERTIFIED DBE FIRMS:

- AC & DC Power Technologies, LLC
- Cindy Trump Inc. dba Lindy's Cold Planing
- Asakura Robinson Company LLC
- Brady Co., Inc. dba A2Z Staffing Solutions - Adroit Employment Resources
- Living Waters Beverage, LLC dba Fortune V (5) Water
- Professional Police Services Inc.

## Time to Talk About Money

### *Make Sure Your Customers Pay So Your Company Survives*

#### A penny for your thoughts:

What is one of the hardest things about being a business owner?

If you said, “collecting money,” you are not alone. Ask your fellow entrepreneurs, and you will hear all the horror stories. Promises made—and broken. The check is in the mail. You did not get that autopay? When it comes to launching a business, and keeping it going, making sure there is gas in the engine is essential.

Cashflow is the gas in your business engine.

Here are some proven practices to avoid running out of gas.

#### 1. Scope the work correctly.

Make sure both you and your client know clearly what work is included in the contract, *and what is not*. Be specific. Be clear. Clarify assumptions. Make sure you are clear about units, material costs, travel, labor hours and rates, overtime rates, taxes, fees, payment terms, etc. Sketches on napkins aren't enough. Details matter.

When both you and your client agree, sign on the dotted line and keep a copy of the agreement close so you don't lose track, only to find out later that you did work that was not part of the contract.

#### 2. Get a deposit from new clients (and don't start work until the check has cleared the bank).

Everyone loves a new client and the opportunity to grow the business. The problem is, a new client is a risk, and you need to take precautions so you don't get left holding the bag if they don't pay as promised. Make sure your out-of-pocket costs are covered in full or in part in the deposit. Remember to send them all the paperwork they need to process payments on time.

#### 3. Invoice new client early and often.

Once you send out the first invoice, make sure they pay on time. Before the first invoice is due, check in to see how the work is proceeding, thank them for the business, and remind them that the invoice is due soon. Avoid being brash or pushy, and help them to remember that you are a new vendor, and it sometimes takes longer to get that first payment set up.

Consider sending invoices more than once a month, such as weekly or bi-monthly. Reduce past-due accounts receivable balances by streamlining your invoicing processes.

Successful business owners are not afraid to talk money with clients who are not paying their bills. You have a business to run, and collecting for work completed is essential for your company to sustain itself. You deserve clients who pay on time, so be sure you are taking the steps necessary to keep your gas tank full.

### Maricopa Considering Water Line to Boost Development

The City of Maricopa is considering using part of its **American Rescue Plan Act** federal stimulus funds to create a water line that could fuel development activity to the west.

The line would start south of the city, go west around the **Ak-Chin Indian Community**, then north to SR 238. While most of the project would lie outside the city proper, it would be within the **Maricopa Planning Area** and would provide water to the **APEX Motor Club** facility, a major driving force in area water planning for future development.

The project would begin at the **Southwest Water Treatment Plant**, built by **Global Water Resources** in anticipation of development prior to the Great Recession. The plant will soon be reopened. The City will

work with Global Water on the line's planning and construction, if it is approved.

Maricopa got \$12.44M in federal stimulus money under the Rescue Act, roughly half of which has already been allocated for traffic improvement projects. The remainder of the funds has been initially allocated for the water line project, and the City hopes to receive an additional \$3.5M grant from Arizona's **Water Resources Development Act** to help pay for the estimated \$10M project.

City officials have expressed hope the water line could jumpstart new development at the APEX facility, which has been held up due to water access issues, and fuel additional commercial and residential development in the area. ([Source](#))



### Surprise Unveils FY 2022 Budget

The **Surprise City Council** got to see the \$486M city budget at a recent retreat.

The budget has \$118.7M for capital improvement projects. New projects include **Countryside Park** and **Fire Station 308**.

A hearing and possible tentative adoption for the budget is set for May 4th. ([Source](#))



DBE Supportive Services Program

### 270 Sq. Miles of East Valley Land to Open for Development

A winning bid last year of \$245.5M by **D.R. Horton, Inc.** and **Brookfield Residential** for nearly 2,800 acres of state land in the far East Valley, has the potential to lead to new development of 270 square miles.

As part of the bid requirements, the **Arizona State Land Department** required the winners to entitle 5,300 more acres of adjoining state land for future development. All 8,100 will be annexed into Apache Junction under the plan.

The two companies intend to build a 10,000-home master-planned community, to be known as **Superstition Vistas**, on their initial 2,783 acres. The plan would also include supporting commercial development.

Land Department officials noted having the adjacent land entitled and with some infrastructure already installed will make it more attractive in future sales.

Horton and Brookfield paid \$177M more than the parcel's appraised value, citing the potential for explosive growth in the area in the coming years.

Total impact of the initial 2,783 acre site and entitlement of the adjacent 5,300 could unlock a total of 270 square miles for development.

Apache Junction is expected to vote on the annexation this summer. ([Source](#))

## Business Engagement and Compliance



**\*\*ATTENTION TO ALL FIRMS\*\***

Need help preparing DBE Affidavits?  
Please see our tutorial video below:

["Preparing DBE Affidavits"](#)



### BUSINESS DEVELOPMENT PROGRAM

SPRING 2021

APPLY NOW



## APRIL

- 30** 2021 Women in Leadership Program  
8:00am - 3:30pm  
Location: *Online Only*
- 30** Arizona Masonry Council's 2021 Membership Mixer  
5:00pm  
Location: *Online Only*
- 30** CCIM: Lease Modification Strategies and Solutions  
9:00am - 12:00pm  
Location: *Online Only*
- 30** JOC Excellence: Southwest Chapter's Scholarship Golf Tournament  
7:30am  
Location: 6808 S. 32nd Street  
Phoenix, AZ 85042

## MAY

- 6** Society for Construction Solutions PHX Chapter Eve  
5:00pm - 8:00pm  
Location: *Online Only*
- 26** McCarthy's SBE Workshop: Successful Closeout - The Good Last Impression  
9:00am - 11:00am  
Location: *Online Only*

## MAY

- 11** BD Guild: Phoenix Chapter Business Development Guild Meeting  
3:30pm - 5:30pm  
Location: *Online Only*
- 12** Best of NAIOP  
5:30pm  
Location: 16601 N. Pima Rd  
Scottsdale, AZ 85260
- 14** ABA: Finance In Construction Seminar  
7:30pm - 3:30pm  
Location: 2552 W. Erie Dr  
Suite 106  
Tempe, AZ 85282
- 19** BOMA: Power Outages & Preparations for Monsoon Season  
11:30am - 1:00pm  
Location: *Online Only*
- 19** AAED: Post Covid-19 Market Update  
11:30am  
Location: *Online Only*

## Featured Federal-Aid Projects

### CURRENT OPEN SOLICITATIONS

Due Date	Project Valuation	DBE Goal	Solicitation / Project Number	Type	Project Owner and Description	Contact
5/6/21 3pm	\$100K-\$150K	8.75%.	BPM003447; AI2003.401; 3-04-0008-029-2021	<a href="#">IFB</a>	City of Chandler - Runway 4L-22R Headwalls Reconstruction. The work consists of removal & replacement of four headwalls located on the south side of Runway 4L-22R at Taxiway H & Taxiway L.	Paula Brown at 480-782-3308 or paula.brown@chandleraz.gov
5/7/21 11am MST	\$3.5M	4.72%	080-A(218)T; F023601C	<a href="#">IFB</a>	ADOT - Rockfall Mitigation, Benson-Douglas Hwy (SR 80), Bisbee. The work consists of rock excavation, rock scaling, & installation of inclinometers.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov
5/21/21 11am MST REVISIED	\$14.6M	6.20%	010-B(220)T; F023301C	<a href="#">IFB</a>	ADOT - Pavement Rehabilitation, Ehrenberg-Phoenix Hwy (I-10): Avondale Blvd to I-17. The work consists of milling 1 inch & placing AR-ACFC, signs, & pavement marking.	Iqbal Hossain, Group Manager of Contracts & Specifications, at ihossain@azdot.gov

### External Links:

[ADOT Current Advertisements](#)

[ADOT Advertised Alternative Delivery Projects](#)

[ADOT Engineering Advertisements](#)

[Bidding Opportunities Around the State](#)

[ADOT Public-Private Partnership Initiatives](#)

### DBE SUPPORTIVE SERVICES PROGRAM

1801 W. Jefferson, Suite 101, Phoenix AZ

(602) 712-7761

DBESupportiveServices@azdot.gov



Business Engagement & Compliance

# It's Your Turn Grow Your Business

Whether you are brand new or looking to grow your business, the ADOT DBE Business Development Program has something for you!



**Discover How**

**Watch Program  
Video**

**Learn About  
Recent Graduates**

**LIMITED SPOTS REMAIN.  
SIGN UP TODAY!**

# ADOT TASK FORCE 2021

## MEETING SCHEDULE

### JOINT DBE TASK FORCE WORKSHOP:

TUESDAY, MAY 4<sup>th</sup> | 9:00am–10:30am

### UNDERSTANDING ADOT RULES FOR QUALITY AND ACCEPTANCE

[CLICK HERE](#) TO REGISTER

#### MEETINGS

- JULY 20, 2021  
Project Understanding & Approach
- OCTOBER 19, 2021  
Packaging Your Abilities to Respond  
and Bid

#### SAVE THE DATE

#### WORKSHOPS

- AUGUST 3, 2021  
How to Work on Committees and Boards to Build  
Social Capital for Business Development
- NOVEMBER 2, 2021  
APDM Contracts – Understanding the Process Tips  
and Tricks to be Successful on Design-build,  
CMAR, JOC and On-call Type Contracts

**FREE to attend • VIRTUAL ONLY until further notice**

Pursuant to Title VI of the Civil Rights Act of 1964, the Americans with Disabilities Act (ADA) and other nondiscrimination laws and authorities, ADOT does not discriminate on the basis of race, color, national origin, sex, age, or disability. Persons that require a reasonable accommodation based on language or disability should contact ADOT's Business Engagement and Compliance Office at DBESupportiveServices@azdot.gov. Requests should be made as early as possible to ensure the State has an opportunity to address the accommodation.

De acuerdo con el Título VI de la Ley de Derechos Civiles de 1964, la Ley de Estadounidenses con Discapacidades (ADA por sus siglas en inglés) y otras normas y leyes antidiscriminatorias, el Departamento de Transporte de Arizona (ADOT) no discrimina por motivos de raza, color, origen nacional, sexo, edad o discapacidad. Las personas que requieran asistencia (dentro de lo razonable) ya sea por el idioma o discapacidad deben ponerse en contacto con la Oficina de Business Engagement and Compliance Office ADOT en DBESupportiveServices@azdot.gov. Las solicitudes deben hacerse lo más antes posible para asegurar que el Estado tenga la oportunidad de hacer los arreglos necesarios.

# DRAGADOS-PULICE

JOINT VENTURE

**DBE & SMALL  
BUSINESS OPPORTUNITIES**

## **SUBCONTRACTOR AND SUPPLIER OUTREACH EVENT**

**ADOT I-17 ANTHEM WAY TI TO JCT. SR 69  
(CORDES JUNCTION) PROJECT**

**REGISTER AT THE LINK BELOW:**

[HTTPS://REGISTER.GOTOWEBINAR.COM/REGISTER/7343491241674372880](https://register.gotowebinar.com/register/7343491241674372880)

**NETWORK WITH KEY TEAM MEMBERS**

**GAIN PROJECT INSIGHT**

**LEARN TO BID SPECIFIC SCOPE ITEMS**

**ALL SUBCONTRACTORS, VENDORS AND  
SERVICE PROVIDERS ENCOURAGED TO ATTEND**



**JOIN US!**

**MAY 13, 2021  
9 AM TO 10 AM**

[www.i-17flexdpjv.com](http://www.i-17flexdpjv.com)